



SCHEDULE

1:30-2:00 p.m. Sign In & Networking

2:00-3:00 p.m. Formal Presentation

Lisa Marie Alley, Chief of Communications

Paul Neal, Commercial Director

Alice Rodriguez, Small Business Advocate

3:00-3:30 p.m. Networking



CONNECTING AND TRANSFORMING CALIFORNIA

Pre-Bid Conference

Request for Proposals (RFP 16-13) for Early Train Operator
Procurement

July 12, 2017

West Sacramento, CA





Lisa Marie Alley

Chief of Communications

HIGH-SPEED RAIL: Connecting California



Increase Mobility



Needed Alternative



Better Air Quality



Job Growth

HIGH-SPEED RAIL: Helping Shape Cities

- Ties Economies Together
 - San Jose to Fresno = 60 Minutes
 - Bakersfield to Los Angeles = 60 Minutes
 - San Francisco to Los Angeles = 2 Hours and 40 Minutes
- Connects With and Reinforces Local Mobility
- Foundation for Sustainable Growth
- Opportunities for Revitalization in Downtown Cores



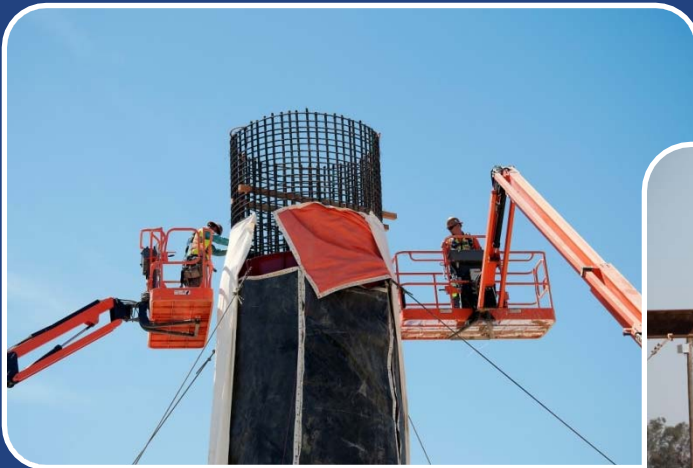
2016 BUSINESS PLAN: Key Highlights

- Capital Cost Reduction:
 - » \$67.6 Billion (2014) to \$64.2 Billion
- Silicon Valley to Central Valley Line
 - » Operational by 2025
 - » San Jose-North of Bakersfield
 - » \$20.7 Billion – Fully Fundable
- Extension to San Francisco, Merced & Bakersfield
 - » Operational by 2025
 - » Additional \$2.9 Billion – Seek Additional Funds
- Phase 1 (San Francisco-LA/Anaheim)
 - » Operational by 2029



HIGH-SPEED RAIL: It's Happening!

- Approximately 119 Miles
- Madera to North of Bakersfield
- Approximately \$3 Billion Investment



CONSTRUCTION UPDATE ON HIGH-SPEED RAIL

Video Available on YouTube

<https://www.youtube.com/watch?v=VjmrjDoNS38>

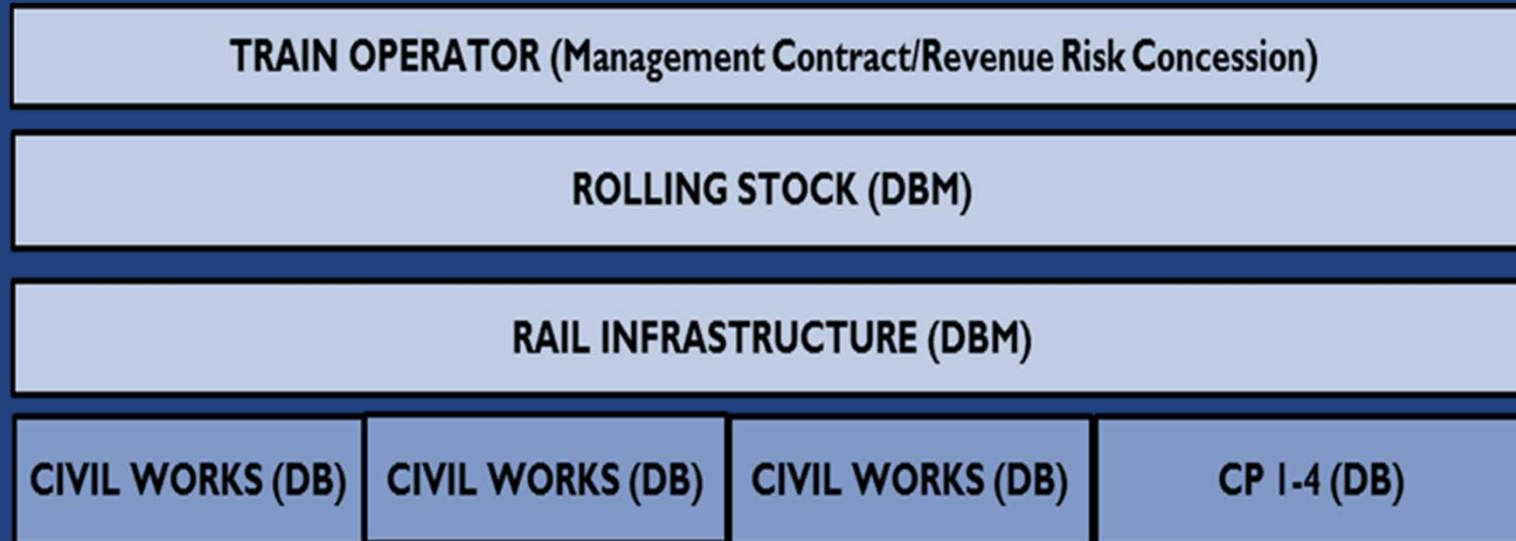


Paul Neal

COMMERCIAL DIRECTOR

EARLY TRAIN OPERATOR PROCUREMENT: RFP 16-13

- Assist Authority With Shaping Future Procurements and Provides Guidance
- 2016 Business Plan called for Early Engagement of ETO



RFP OVERVIEW: Prospective Bidders

- Request for Qualifications Released December 2016
- Five Statements of Qualifications Received April 2017
- Five Teams Have Been Invited to Participate in RFP

China HSR ETO Consortium

China Railway International Co., Ltd
Beijing Railway Administration
China Railway Eryuan Engineering Group Co., Ltd
China Railway Corporation (China Railway)

DB International US

DB International USA, Inc.
Deutsche Bahn AG
Alternate Concepts, Inc.
HDR, Inc.

FS First Rail Group

Ferrovie dello Stato Italiane S.p.A.
FirstGroup plc
Trenitalia
Rete Ferroviaria Italiana S.p.A.
CentoStazioni S.p.A.
Italferr S.p.A.
McKinsey & Company Inc.

Renfe

RENFE – Operadora
Globalvia Inversiones S.A.U.
Adif

Stagecoach Group plc

Stagecoach Group plc
Coach USA Administration, Inc.

RFP OVERVIEW: Phase 1

- Work on This Contract Will be in Relation to Future Passenger Services on Silicon Valley to Central Valley Line
- First Phase Governed by Pre-Development Agreement
- Work Alongside Authority and Advisors on Design, Development and Procurement of Commercial Aspect of HSR
- Phase II to be Negotiated at Later Date



RFP OVERVIEW

- Up to 6 Years Duration
- Estimated Costs not to Exceed \$30 Million
- Phase II Costs Negotiated at Later Date
- 30 Percent Small Business Participation Goal

RFP SCOPE OF WORK: RFP 16-13

- The First Phase Services to be Provided by the Contractor Will Fall Broadly Into Two Categories:
 - » General Consulting Services; and
 - » Production of Specified Deliverables
- Separately, the Authority and the Contractor will Negotiate the Terms and Conditions of a Franchise Agreement for the Provision of the Second Phase Services

RFP SCOPE OF WORK: General Consulting Services

- Procurements Relevant to Revenue Operations (i.e. Rolling Stock, Track and Systems, Energy and Stations) and Ancillary Revenues
- Optimization of Whole Life, Capital and Life Cycle Costs Associated with Rolling Stock, Track and Systems and Stations
- Station Design and Operations
- Rolling Stock Fleet Size and Design and Interior Layout
- Fare Integration and Inter-Operability Between Transportation Operators Connecting With or to the System
- Security and Safety Arrangements for the System
- Operations Control Systems Including Dispatching Responsibilities
- Ridership and Revenue Forecasting
- Operations and Maintenance (O&M) Forecasting

RFP SCOPE OF WORK CONT.: General Consulting Services

- Contractor Required Insurances and Interface with Insurances Provided for Under Long Term Design-Build-Maintenance Contracts and Authority Insurances
- Preferred Revenue Collection Systems
- Marketing and Branding Strategy for the System
- Risk Management, Including Risk Registers in the Authority Risk Management System
- Provision of Other Services Identified by the Authority for Future Operations and Management of the System

RFP SCOPE OF WORK: Key Deliverables

- Mobilization Plan for First Phase to be Delivered Within 30 Days
- Calculation of Ridership and Passenger Revenue Forecasts Under Various Scenarios and Analysis of the Associated Impact on the Financial Plan
- Ancillary Revenue Scenario Analysis and Implementation Proposal and Analysis of the Associated Impact on the Financial Plan
- Calculation of Operations and Maintenance Cost Estimates Under Various Scenarios and Analysis of the Associated Impact on the Financial Plan
- Analysis and Report on Preferred Revenue Collection Systems
- Integration Plan for Statewide Rail Services
- Mobilization Plan for Pre-Operations Testing and Training

RFP SCOPE OF WORK CONT.: Key Deliverables

- Preparation of a Safety Plan for Operation of the System that is Consistent with Applicable Laws and Regulations
- Plan to Market and Brand the System
- Interim Financial Plan for the System
- Formal Concurrence on Procurement Process/Documents Reviewed Under the General Consulting Services Before Being Implemented

RFP SCOPE OF WORK: Phase II

- Key Milestone During Phase I will be Formal Negotiations on Franchise Agreement for Phase II
- Such Negotiations Will Commence Only After Key Milestones for the System Have be Achieved Including, But Not Limited to:
 - » Issuance by the Authority of a Full Draft Franchise Agreement
 - » Execution of a Rolling Stock Contract
 - » Execution of a Track and Systems Contract
 - » Delivery of the Interim Financial Plan for the System
 - » Delivery by the Contractor of Certain Other Identified Key Deliverables (Such as the Mobilization Plan for Pre-Operations Testing and Training)
 - » Other Conditions Precedent as Agreed to by the Parties

TIMELINE (SUBJECT TO CHANGE)

- June 16, 2017: RFP Issued
- July 12, 2017: Pre-Bid Conference
- July 13 & 14: One-on-one Meetings with Shortlisted Proposers
- July 18, 2017: Last Day to Submit Written Questions
- August 2, 2017: Authority to Post Responses to Questions
- September 6, 2017: Proposals Due to Authority by 12:00 p.m. PST
- Week of October 3, 2017: Discussions
- October 6, 2017: Post Notice of Proposed Award
- October 18, 2017: Board of Directors Meeting
- November 2017: Proposed Contract Execution

EVALUATION PROCESS

- Combined Proposal Scores will be Established After all Discussions are Completed. The Combined Score will be Calculated as Follows:

Technical Proposal Score	Maximum 550
Cost Proposal Score	Maximum 100
Discussion Score	Maximum 350

- The Maximum Possible Score = **1,000 Points**

HOW TO PROPOSE

- All State Contracts are Advertised Through caleprocure.ca.gov.
- The RFP Solicitation Shall Follow the Process in **California Code of Regulations**
- Proposers Must Comply with the Participation by **Small, Disadvantaged and Disabled Veteran Business Enterprises**

HOW TO PROPOSE (CONTINUED)

- The RFP Will be Available in Electronic Format Only on the State's Contract Register at **Cal eProcure** and a Link Can be Found on the Authority's Website www.hsr.ca.gov.
- All Questions Regarding the RFP Must be Submitted in Writing to the Authority's Point of Contact on the RFP.

SUBMITTAL FOR RFP 16-13

The Proposals Must be Delivered as follows:

- » One Original Copy with USB, CD and/or DVD, and Seven (7) Hard Copies to be Mailed or Hand-Delivered to:

Attention: Rachel Taylor
California High-Speed Rail Authority
770 L Street, Suite 620 MS 1
Sacramento, CA 95814

- » No Later Than **12:00 p.m. PST, September 6, 2017**



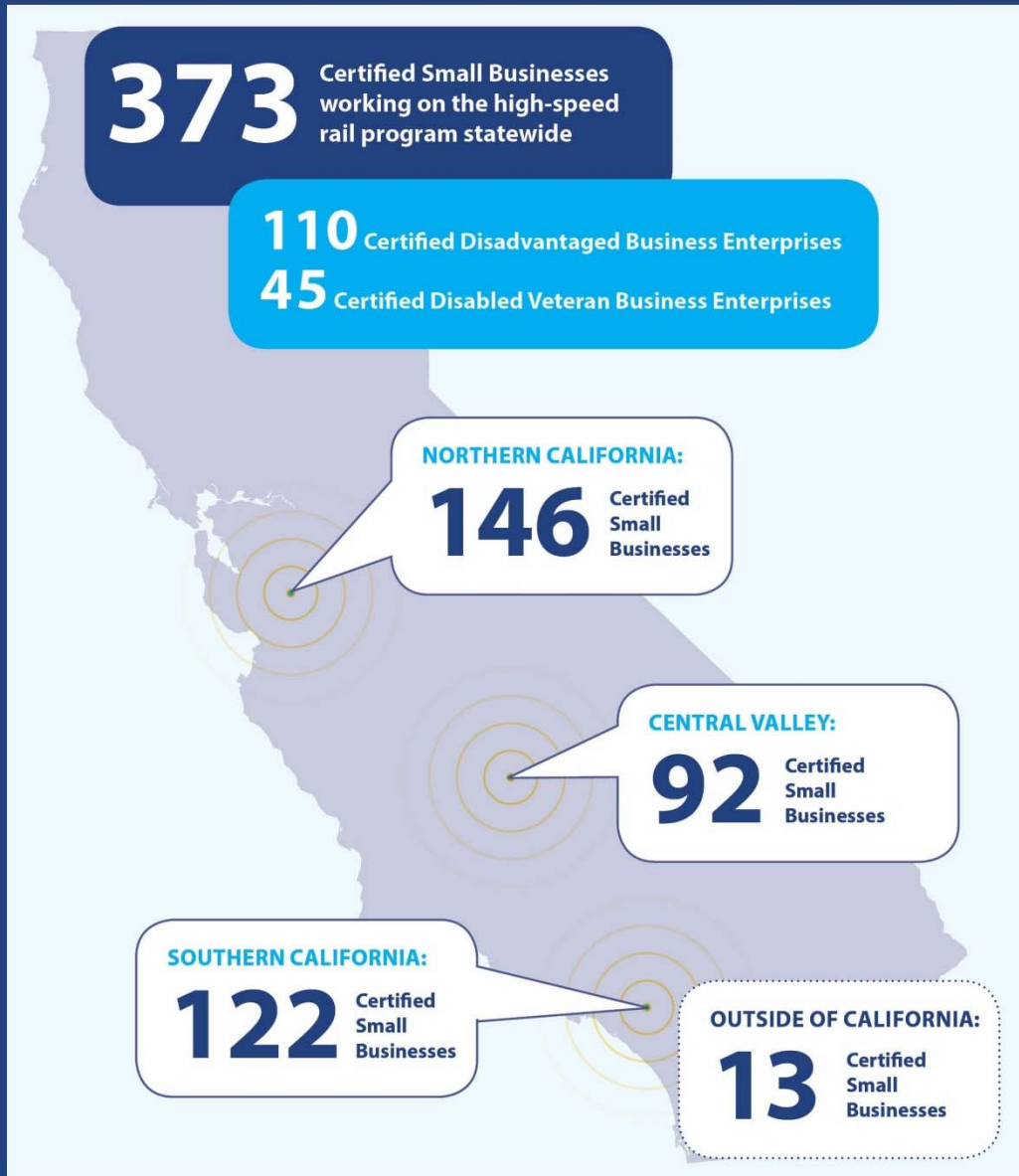
ALICE RODRIGUEZ

SMALL BUSINESS ADVOCATE

SMALL BUSINESS PROGRAM

SMALL BUSINESS PARTICIPATION

OF JANUARY 31, 2017



- **30% Goal for Small Business Participation**
 - » 10% Disadvantaged Business Enterprises (DBE)
 - » 3% Disabled Veteran Business Enterprises (DVBE)

COMMITMENT TO DIVERSE SMALL BUSINESSES

- Certifications That Count Toward the Overall Goal:

- » California Department of General Services

- Small & Micro Businesses
 - Disabled Veteran Business Enterprises

- » California Unified Certification Program

- Disadvantaged Business Enterprises

- » US Small Business Administration

- 8(a) Disadvantaged Business Program

- All State Contracts are Advertised Through



<https://caleprocure.ca.gov>

CONNECTHSR: High-Speed Rail Vendor Registry

- Free Online Tool to Connect with Business Opportunities
- Open to All Businesses, Both Large & Small
- Describe & Connect Your Business:
 - » Type of Business
 - » Services Offered or Supplies Sold
 - » Service Counties
 - » Certifications
- Learn About:
 - » Future Contracting Opportunities
 - » Trainings/Workshops
- Register at www.connecthsr.com



DOING BUSINESS WITH HIGH-SPEED RAIL


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High-Speed Rail Authority

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 **Doing Business with High-Speed Rail**

The Office of Contracts and Procurement (Contracts Office) provides purchasing authority for the California High-Speed Rail Authority. Responsibilities include preparing all bid documents and awarding contracts as well as assuring compliance with all legal requirements in the procurement process.

The Contracts Office is responsible for procurement and contracting of Non-Information Technology (Non-IT) and Information Technology (IT) goods and services are included but are not limited to developing purchase orders for goods and services, preparing service contracts, consultant service agreements, interagency agreement, public entity contracts, architectural and engineering contracts and design-build construction contracts.

All solicitations and addenda documents issued by the Contracts Office are located at Bidsync. To learn more visit the [California Department of General Services eProcurement](#).

If you have questions or comments related to contracts or procurement, please feel free to contact the Contracts Office at 916-324-1541.

 **Doing Business with High-Speed Rail**

- [Bid Opening Results](#)
- [Community Benefits Agreement](#)
- [Contracts Currently Out for Bid](#)
- [eProcurement](#)
- [Expired Solicitations](#)
- [Notice of Intent to Award](#)
- [Organizational Conflict Of Interest Policy](#)
- [Small Business Program](#)

Sell: Test Solicitation - This is not an actual IFB 3940-0000000017 State Water Resources Control Posted End Date: 01/12/2016 4:00PM PST	>
RFI: RFA for VGFPSY6 Service Enterprise Initiative 0650-0000000016 Office of Planning & Research Posted End Date: 01/15/2016 5:00PM PST	>
Sell: On-Call Inductive Loop Detector Repair and Replace 2660-10A1752 Department of Transportation Posted End Date: 01/21/2016 2:15PM PST	>
Sell: 15C221002 2720-0000000031 Dept of the CA Highway Patrol Posted End Date: 01/22/2016 2:00PM PST	>
Sell: 420-1734B Oracle Hyperion Renewals 5175-0000000043 Dept of Child Support Services Posted End Date: 01/22/2016 3:00PM PST	>
Sell: Digital Marketing/Social Media Strategies 5180-0000000032 Department of Social Services Posted End Date: 01/25/2016 2:00PM PST	>
Sell: Laundering Services 3860-0000000019 Department of Water Resources Posted End Date: 02/03/2016 2:00PM PST	>
Sell: Solar PV Energy Phase VIII - CDCR 7760-0000000049 Department of General Services Posted End Date: 02/05/2016 5:00PM PST	>
Sell: Solar PV Energy Phase IX - CDCR 7760-0000000048 Department of General Services Posted End Date: 02/05/2016 5:00PM PST	>

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RFP 16-13: Small Business Contacts

Offeror: China HSR ETO Consortium

- Name: ZHU Zhexun
Title: Chief Engineer
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Beijing 100844, P. R. China
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Email: zhuzhexun@163.com
- Name: LIU Tao
Title: Senior Manager
Firm: CREEC USA
Phone: +1 (949) 336-4317
Email: tao.liu@creecusa.com
- Name: XIE Yang
Title: President
Firm: China Railway International U.S.A. Co., Ltd.
Phone: +1 (323) 369-8866
Email: xieyang@cirusa.com.cn

RFP 16-13: Small Business Contacts

Offeror: DB International USA

- Name: Christian Hünefeld
Title: Senior Bid Manager
Firm: DB Engineering & Consulting GmbH
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10829 Berlin, Germany
Phone: +49 30 297 59371
Email: Christian.huenefeld@deutschebahn.com

RFP 16-13: Small Business Contacts

Offeror: FS First Rail Group

- Name: Nino Cingolani
Title: Vice President
Firm: Ferrovie dello Stato Italiane S.p.A.
Address: Piazza della Croce Rossa No1, - 00161
Rome, Italy
Phone: +39 06 4410 2098
Mobile: +39 335 8210 811
Email: n.cingolani@fsitaliane.it

RFP 16-13: Small Business Contacts

Offeror: Renfe

- Name: Juan Matías Archilla Pintidura
Title: Senior Manager of International Business
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RFP 16-13: Small Business Contacts

Offeror: Stagecoach Group plc

- Name: Anthony Hyde
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Phone: +44 (0) 07557 498004
Email: ahyde@stagecoachrail.co.uk

NETWORKING TIME

Primes

Subs